

## Message Text

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PAGE 01 DAMASC 01688 161008Z

12

ACTION COME-00

INFO OCT-01 NEA-09 ISO-00 EB-05 AID-07 DRC-01 RSC-01 /024 W  
----- 090324

R 160916Z AUG 74

FM AMEMBASSY DAMASCUS  
TO SECSTATE WASHDC 1245

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39 11652: N/A

TAGS: EAID, BPRO, SY

SUBJECT: TRADE OPPORTUNITY: A MILITARY HOSPITAL

1. GEORGE RICE, REGIONAL REPRESENTATIVE OF MCKEE INTERNATIONAL, CALLED ON EMBASSY TO REPORT THAT SYRIAN MILITARY HAD DECIDED TO REOPEN BIDDING ON 1,000-BED MILITARY HOSPITAL. MCKEE INTERNATIONAL, WORKING WITH STONE, MORRACCINI AND PATTERSON OF SAN FRANCISCO, IS SERIOUSLY INTERESTED IN THIS TENDER AS THEY HAVE BEEN WORKING QUITE ACTIVELY IN SYRIA ON NUMBER OF OTHER PROJECTS. HOSPITAL WILL BE APPROXIMATELY 70,000 SQUARE METERS OF BUILDING AND WILL INCLUDE A NURSES TRAINING SCHOOL FOR 100 STUDENTS, RESIDENCES FOR 100 DOCTORS AND 100 NURSES, AND MOSQUE. ESTIMATED COST OF PROJECT IS BETWEEN 20 AND 30 MILLION DOLLARS. KEY COMPETITORS ARE YUGOSLAV, FRENCH AND GERMAN FIRMS.

2. RICE SAYS SYRIAN GOVT HAS ASKED FOR PRE-QUALIFICATION OFFERS WITHIN TEN DAYS AND THAT OFFERS NEED NOT INCLUDE FINANCING ARRANGEMENTS. HE STRONGLY BERREVES, HOWEVER, THAT SYRIANS SERIOUSLY DESIRE HAVE CONTRACT GO TO U.S. FIRM AND WOULD, THEREFORE, APPRECIATE SOME FINANCING ARRANGEMENTS WHICH WOULD IMPROVE APPEAL OF MCKEE OFFER. RICE SUGGESTS, FOR EXAMPLE, U.S. GRANT OR LOAN ASSISTANCE FOR PURCHASE OF U.S. MEDICAL EQUIPMENT. RICE ESTIMATES THAT APPROX 60 PERCENT OF TOTAL COST OF HOSPITAL WILL GO FOR EQUIPMENT WHICH, IF THERE WERE USG FINANCIAL SUPPORT, COULD BE PEGGED TO U.S. SOURCE PROCUREMENT.

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PAGE 02 DAMASC 01688 161008Z

3. RICE HAS ASKED THAT WE PASS TO WASHINGTON THIS TRADE

OPPORTUNITY AND ASK THAT WASHINGTON SERIOUSLY CONSIDER  
SOME SORT OF FINANCIAL INVOLVEMENT IN THIS PROJECT.  
SCOTES

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NNN

## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** CONSTRUCTION, HOSPITALS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 16 AUG 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** CollinP0  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Original Handling Restrictions:** n/a  
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**Previous Handling Restrictions:** n/a  
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**Review Action:** RELEASED, APPROVED  
**Review Authority:** CollinP0  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 26 AUG 2002  
**Review Event:**  
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**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
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**Status:** NATIVE  
**Subject:** TRADE OPPORTUNITY: A MILITARY HOSPITAL  
**TAGS:** EAID, BPRO, SY  
**To:** STATE  
**Type:** TE  
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